

Yadu Vamsi Krishna Penamakuru

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Blog: [Hot List from Ricky Paddick] (<https://hotlistfromrickypaddick.wordpress.com/>)

Professional Summary:

I am having **9 years** of Overall experience in domains like US IT Staffing, IT-Software, Real-estate, Non-Teaching and Insurance Industries.

Recent expertise is in US IT Bench Sales and Recruitment. Open to leveraging existing skills or acquiring new ones for the right opportunity.

Bench Sales: Healthy track record in US IT Bench Sales for **5 Years** now.

Recruitment: End-to-end recruitment processes, from candidate sourcing to negotiation for **6 months**.

Work Experience:

Recently Served as a US IT Recruiter and Bench Sales Lead at **Alpine Techq Inc.**, managing operations offshore from onsite office at Vijayawada, Andhra Pradesh, India. (**Aug 2023 – Oct 2023**) (**Salary:** 6,00,000 PA)

- Hired 6 people into the team and Lead around 20 Employees.
- Worked at least on 25 to 35 Candidates, 20+ RTR, 1 Interview for Bench Sales, No Placements.
- Made 12 Submissions, 2 Interviews and 1 Shortlisted but got rejected at BGV for Recruiting.

Previous Expertise

1. US IT Bench Sales Manager - Ohana Technologies Inc. (Jan 2023 – Jun 2023)

- Worked remotely from India. (**Salary:** 5,28,000 PA)

- Marketed Around 10 Candidates who are local to TX and Unfortunately no Placements done.
- Managed a Bench Sales team of 5 members.

All time Investment Consultant – Amaravathi Real Estate Investments (Jul 2022 – **Present**)

- Based in and around Amaravati and Vijayawada. (Currently doing **ONLY On WEEKENDS**)

2. HR Manager - South India Division - CARE HR Consultancy (Dec 2021 - May 2022)

- Worked remotely from Vijayawada, Andhra Pradesh. (**Salary:** 4,20,000 PA)

- Handled Domestic Recruiting Responsibilities for different Health Care clients for Entire Nation and Especially South India
- Arranged at least 8-10 Interviews totally and Successfully placed a Cardiologist at a substantial monthly salary of 3.5 lakhs! Currently working in Aditya Aswini hospitals.
- This is a noteworthy accomplishment, especially in a specialized field like healthcare.

3. US IT Bench Sales Recruiter - CODE GRAVITY LLC (Jul 2021 - Dec 2021)

- Worked remotely from Vijayawada, Andhra Pradesh. (**Salary:** 3,83,400 PA)

- Secured a placement of A H1 Candidate for a Java Developer with Apex/Nike at 71\$ and 2 Year Contract...! Managing additional responsibilities, such as recruiting Bench Sales People, done 200+ screenings and Interviewed 20+ and hired 2 or 3 people. Showed versatility and proactive involvement in team growth.

4. US IT Bench Sales Recruiter - Param Technologies Inc. Mar 2021 – Apr 2021 (2 months)

Worked from Vijayawada, Andhra Pradesh (Onsite) (**Salary:** 3,60,000 PA)

- Successfully did one placement of a H1 candidate for Data Analyst role with Tavant/Disney at 67\$ which is 1-year Long-term Contract...! That’s a significant achievement in turnaround time

5. US IT Bench Sales Recruiter - DS Technologies INC (Sep 2020 - Jan 2021)

- Worked remotely from Vijayawada, Andhra Pradesh. (**Salary:** 3,60,000 PA)

- Have marketed around 18 different profiles on Scrum Master, Business Analyst, QA, Java, .NET, Congo’s, Power BI profiles. Unfortunately, no Placements

6. Sr. US IT Bench Sales Recruiter - EGiants Technologies LLC (Sep 2019 - Apr 2020)

- Worked onsite from Vijayawada, Andhra Pradesh. (**Salary:** 3,33,264 PA)

Achieved 9 confirmations, including 8 placements and 8 deliveries, showcasing a high success rate on over 92 interviews and around 1450 rate confirmations. Managed a diverse range of 80 candidate profiles on C2C, spanning roles like Java Full Stack Developer, UI/Front End Developer, .NET Developer, Data Analyst/Scientist/Engineer, Business Analyst, QA Analyst/Tester/Automation, VMWARE Engineer/Administrator, and Salesforce Developer/Administrator. Successfully handled candidates with various visa types, including those with location constraints. Received the Best Performer award for the Month of October 2019, recognizing outstanding contributions to the team's success.

7. Sr. US IT Bench Sales Recruiter - Select Minds LLC (Oct 2018 - Jan 2019)

- Worked onsite from Vijayawada, Andhra Pradesh. (**Salary:** 2,40,000 PA – Settlements at Exit 15,000)

Successfully placed a candidate through Implementation Partner "HCL" for End Client "Conduent," demonstrating efficient bench sales and client engagement. Achieved a quick turnaround time in placing the candidate, ensuring a smooth transition to the project. Concentrated on submittals to American Prime vendors such as K-force and Robert Half Technologies, showcasing a passion for collaborating with key partners. Managed a high volume of bench sales activities, including 140+ submissions within a span of 3 months for 7+ profiles. Specialized in networking-skilled candidates with CCNA and CCNP certifications, as well as diversified profiles like Java Full Stack Developers, DevOps, and Unified Communications Engineers. Successfully facilitated 5 profiles to secure 3-4 Prime Vendor/Client interviews each, showcasing a high conversion rate.

8. US IT Bench Sales Recruiter - Karwell Technologies Inc (Sep 2017 - Mar 2018)

- Worked onsite from Vijayawada, Andhra Pradesh. (**Salary:** 2,40,000 PA Raised to 3,00,000 PA)
- Received an award "Best Performer for the Month."

Achieved a Purchase Order (PO) through Implementation Partner "Hexaware" for End Client "Freddie Mac," showcasing effective bench sales and client engagement skills. Recognized as the "Best Performer for the Month," highlighting exceptional contributions to the team's success. Demonstrated expertise in marketing bench consultants/employees, ensuring continued engagement and utilization of resources on W2 payroll. Stayed abreast of current technology trends to align consultants with market demands. Managed various US visas (H1B, Green Card, US Citizen, OPT) and tax terms (W2, C2C, C2H, 1099). Successfully identified and gathered requirements from diverse sources, including job boards like Dice, Monster, Career Builder, Tech-fetch, Indeed, LinkedIn, and Prime/Preferred Vendors. Compiled weekly and monthly performance reports, showcasing the effectiveness of marketing and bench sales strategies. Acquired in-depth knowledge and experience in the intricacies of IT staffing, adding value to the team and the organization. Expressed enthusiasm for potential future opportunities with Karwell, recognizing the value of the learning experiences gained.

9. Programmer - Tata Consultancy Services (Apr 2010 - Jan 2012)

- Worked from Mumbai, Maharashtra, and Hyderabad, Andhra Pradesh (Now TS). (**Salary:** 1,80,000 PA)
- Received an "On spot" award for organizing a town hall meeting.

Involved in a dynamic team of 10 members, providing Level 1 support for the Client NIA in Oracle Financials Module. Effectively managed the CCM Help-desk, addressing tickets promptly to ensure seamless operation of Oracle 10g Database, PLSQL, and R12 Oracle E-Business Suite application. Collaborated with teams across different support levels (L1, L2, L3, L4) to meet the primary objective of maintaining the application's optimal performance. Executed corrective measures to prevent and resolve issues, contributing to the overall stability of the systems and applications. Specialized in various sub-modules, including General Ledger, Purchasing, Accounts Payables, Fixed Assets, Order Management, Accounts Receivables, and Cash Management. Played a key role in user management, creating users in the Unix environment, and incorporating Accounts Receivables into the system.

Pursued immediate next-level education upon completion of responsibilities in the production support project.

10. EEE LAB Technician - Prasad V Potluri Siddhartha Institute of Technology (Jun 2009 - Apr 2010)

- Non-teaching role in the Electrical Machine's Lab. (**Salary:** 60,000 PA)

Provided crucial support in the Electrical Machine's Lab, ensuring a conducive environment for student experiments. Prepared and arranged equipment for lab sessions, facilitating seamless execution of experiments. Undertook responsibilities for the maintenance of electrical machines and instruments, ensuring their optimal functioning. Efficiently managed administrative tasks assigned by the department to contribute to smooth lab operations.

Implemented a streamlined process for equipment preparation, enhancing efficiency in lab activities. Successfully resolved maintenance issues promptly, minimizing downtime of lab equipment. Received commendation for diligent handling of administrative responsibilities.

11. Insurance Financial Advisor - ICICI Prudential Life Insurance Company Limited (May 2008 - Jun 2009)

- Onsite as a Registered Life Insurance Advisor. (Income based on commission)

Dedicated and results-driven Registered Life Insurance Advisor seeking a challenging role to leverage expertise in ULIPS, telemarketing, and client relationship management. Committed to providing tailored insurance solutions and ensuring customer satisfaction.

Successfully conducted telemarketing campaigns, creating a robust customer database. Established and maintained regular interactions with customers, identifying their protection and investment needs. Provided personalized insurance advice and recommended solutions aligned with clients’ requirements. Facilitated policy purchase procedures and managed formalities for a seamless customer experience. Proactively managed policy service requests, ensuring efficient resolution. Played a key role in claim settlements, demonstrating commitment to customer support.

Consistently exceeded targets, leading to commission earnings based on achievements. Built a strong rapport with clients, contributing to a high rate of policy retention.

Expertise in ULIPS and comprehensive knowledge of insurance products. Strong telemarketing and communication skills. Customer-focused approach with a proven ability to understand and address client needs. Efficient in policy purchase procedures and claim settlements. Goal-oriented mind-set with a track record of surpassing targets.

I used to get commission only on achieved targets. So, I thought this business is always better but may not be best for my life

Trainings & Certifications:

- LinkedIn Premium Career and Premium Business – LinkedIn
- LinkedIn Premium Quick Tips – LinkedIn
- Human Resources: Payroll – LinkedIn
- Becoming an Ally to All – LinkedIn
- Professional Networking – LinkedIn
- Hiring an Employee for Managers – LinkedIn
- Creating a Compelling Job Description – LinkedIn
- DDU-GKY and MoRD trained
- Ceipal Certified
- LinkedIn Advertising and Marketing
- Sales Management
- Business Development
- W2, C2C
- ORACLE 10G - R12

Education:

- Jawaharlal Nehru Technological University, Kakinada
Bachelor of Technology - BTech, Electrical and Electronics Engineering (2012 - 2016)
- State Board of Technical Education and Training
Diploma, Electrical and Electronics Engineering (2005 - 2008)
- School Secondary Certificate 10th (2005)

Availability:

Immediate availability upon job offer. Expressing interest in joining a company with prompt and fair compensation, alongside a team size of 20+, with appreciated benefits like food, beverages, health insurance, PF, and ESI.

Salary:

Current: INR 50,000 per month | Expected: Open to a 30% raise

Willingness to Relocate:

Looking for Onsite Vijayawada or Remote Only. Cannot relocate for any other location.

I hereby declare, that the details furnished above are true/correct to the best of my knowledge and belief. In case any representations prove to be false or incorrect, I shall be responsible for the consequences.

Thanks and Regards,
Yadu Vamsi